



# A. SCOTT HENSLEY, CCIM, SIOR

PRINCIPAL, INDUSTRIAL SPECIALIST

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## AWARDS

**Charlotte Business Journal's Forty Under Forty, 2009**

**Charlotte Region Commercial Board of Realtors (CRCBR)**

President's Award, 2010

Multi-Million Dollar Award Winner, 1999-Present

Deal Maker Award - 20 consecutive years award, 2019

## VOLUNTEER ROLES & AFFILIATIONS

**Charlotte Region Commercial Board of Realtors**

President, 2012-2013

Treasurer, 2011

Board of Directors, 2009-2014

**CORFAC International**

Board of Directors, 2007 - present

Chair, Affiliation Development Committee

**National Association of Realtors (NAR)**

**North Carolina CCIM Chapter Member**

Board of Directors, 2018 - present

**SiteIndex, Inc**

President, 2012-2013

Board of Directors, 2009 - present

**Town of Huntersville**

Planning Board, 2019 - present

## EXPERIENCE

- 1992 Sales and Marketing at IBM in Richmond/Roanoke, VA
- 1994 Started at Walker Real Estate Group in Charlotte, NC
- 1999 Joined Piedmont Properties/CORFAC International

**REPUTATION** - 27 years in the industry resulting in a respected reputation, vast market expertise, and local relationships

**CLIENT FOCUS** - Educates clients on current market conditions relating to their needs while guiding them through key decisions

**EXPERIENCE** - Wide range of experience from working with existing properties to taking raw land through the entitlement and zoning process to full development and occupancy.

## EDUCATION

**BS Degree in Marketing, 1992**  
Virginia Tech

**CCIM Designation**  
Commercial Real Estate Institute

**SIOR Designation**  
Society of Industrial & Office Realtors

## LICENSES

North Carolina  
South Carolina  
North Carolina Property &  
Liability Insurance License

## PARTIAL CLIENT LIST

Britax  
Sunbelt Equipment Rentals  
AMES  
Kellogg  
SiteOne  
City of Charlotte  
Consentino N.A  
The Building Center  
CTDI  
Case Paper  
Roberts Oxygen



**SIOR**